

Highlights

- **WebEnable Sales Channel Automation launched**
- **WebEnable invited to join “Smart Parts” effort**

Inside

- 📁 **DASCOM partners with WebEnable**
- 📄 **WebEnable partners with Matrix One**
- 📄 **Rosenberry Associates to develop documentation**

news  **webenable.com**

*The Newsletter of
WebEnable, Inc.
Volume 1 • Issue 3
March 1998*



WebEnable Sales Channel Automation Launched

InfoTest deploys Sales Channel Automation for prototype Caterpillar Dealer Information System

Sales Channel Automation Manages Product, Sales and Account Information for Dealer and Distribution Networks

The WebEnable Sales Channel Automation suite is being tested at the HP Naperville Performance Center in the InfoTest EPR Test-bed. The InfoTest EPR project is testing Extranet security and performance for Collaborative Engineering. Testing is scheduled to complete on March 29 at which time the test-bed will be made publicly available on the Internet. The Alpha test version of the SCA product suite has support for the following applications:

- 1-to-1 Marketing
- Product Management
- Sales Management
- Account Management
- Opportunity Management
- Cooperative Marketing Management
 - Problem Management

Before the WebEnable Sales Channel Automation is available for general release in June we expect to add support for Training Management, Dealer Management, Team Management and Channel Workflow Management.

Industry: WebEnable invited to join NCMS “Smart Parts” Project

WebEnable has been invited to participate in the Technologies for Enterprise Wide Engineering (TEWE) program, a 5 year, \$62.4 million effort to establish generic, interactive knowledge based engineering technologies for the definition of the design components that comprise a complete product. This “Smart Parts” effort will enable manufacturer engineering organizations to identify and find the parts that meet their requirements across their Extranet (including supply chains, subsidiaries, and partners).

Since the design specification stage often determines which source suppliers will be able to supply and replenish the manufacturer, sales support of this phase of hard-parts based manufacturers is critical to WebEnable’s Sales Channel Automation and Supply Chain Integration products.

Development of Smart Parts technologies will be conducted with Boeing, Eastman Kodak, Ford, and General Motors working with their suppliers Key Plastics, Standard Products, Tower Automotive, Harbec Plastics, Liberty Precision, and Howmet. Technology suppliers committed to the program include Cognition, Engineous, Knowledge Technology, Engineering Animation, MacNeal-Schwendler Corporation, SDRC, Nexprise, WebEnable and the National Industrial Information Infrastructure Protocols (NIIP) Consortium led by IBM.

The program is being coordinated and managed through the National Center for Manufacturing Sciences (NCMS). Other organizations who will be informally involved with TEWE development and/or piloting include the InfoTEST Consortium, primarily involving Caterpillar and Hewlett Packard, Raytheon Systems, and Lockheed-Martin

Energy Systems (Oak Ridge Y-12). A proposal has been submitted to the National Institute of Standards and Technology (NIST) Advanced Technology Program (ATP) for \$23.9 million to establish this program and provide a portion of cost reimbursement.

Partners: DASCOM to augment secure supply chain management

WebEnable and DASCOM, Inc., have formed a strategic partnership to integrate the WebEnable sales automation products with DASCOM DCE-based Intranet, Internet and Extranet security solutions. This partnership was emerged from the joint development work pursued by WebEnable and DASCOM for the InfoTest EPR Extranet test-bed project. The integration of the two companies products has resulted in deployment of a highly secure n-tiered Java-based client-server Dealer Information System prototype for Caterpillar. This integration augments WebEnable's native application level access control with DASCOM's HTTP and file system access control for an unprecedented level of Extranet security.

Partners: WebEnable partners with Matrix One

Late-breaking news: WebEnable to partner with Matrix One to deliver detailed technical information through Sales Channel Automation solutions. Matrix One is a developer of Product Data Management (PDM) systems. PDM systems are used by engineering and manufacturing to organize detailed Computer Aided Design specifications. WebEnable's customers have expressed a need to be able to deliver more detailed technical information to their dealers and distributors. But, PDM systems are not geared towards these trading partners needs. This partnership between WebEnable and Matrix One will deliver detailed PDM-based technical information through sales and marketing automation systems.

People: Rosenberry to develop documentation

WebEnable has chosen Rosenberry Associates to develop customer and internal document for WebEnable's products. Rosenberry specializes in information design and development for distributed computing and computer networking technologies.

Ward Rosenberry, the founder, is a distinguished author of several O'Reilly-published books about distributed computing.

Ward has participated in major technology development projects including Ethernet technology, video compression and teleconferencing systems, client-server systems, and Distributed Computing Environment (DCE) technologies from the OSF

WEBENABLE PARTNERS



WebEnable, Inc.
110 Tahanto Trail
Harvard MA 01451

BULK RATE
UNITED STATES
POSTAGE PAID
PERMIT # 0000
CONCORD MA



WEB ENABLE